

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXII

ROCHESTER, N. Y., DECEMBER, 1920

No. 6

DEC 8 - 1920

U. S. Department of Agriculture

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On the 1st and the 15th

AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN



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3 to 4 ft. grade
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AMERICAN NURSERYMAN---December, 1920

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.80 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the fruit operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

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RALPH T. OLcott
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true Independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

Classified Business Announcements In this Issue

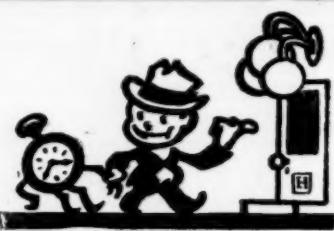
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PREFERRED
STOCK

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PREFERRED
STOCK



WATCH OUT

that you don't find yourself short of staple and special items that you know will be needed for spring use. Actual counts, coming in now, are bringing surprises to all of us. We have found a surplus in some things we thought were short—and a shortage in others in which we had figured a surplus. We know pretty well now what we have to offer and invite you to write us about anything you need—especially

Roses
field grown

Roses
Climbers and Hybrids

Clematis Paniculata

Ampelopsis Veitchii

Peonies

Inamed and unnamed by color

Shrubs

Hardy Perennials
A good list

Shade Trees

Berberis Thunbergii

Fruit Trees

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THE
PREFERRED
STOCK

December 1, 1920.

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Hardy Privet

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Clematis Assorted.

Climbing Roses.

Spirea Van Houttei.

Raspberries. Lots of 5,000 and 10,000

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CULTRA BROS., Mgrs. ONARGA, ILLINOIS

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Paradise
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Multiflora
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Dog Rose
Laxa, Etc.

Our Catalogue quoting the lowest prices for these stocks will be sent on demand

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Also No. 1 Japan and French Pear seedlings.

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TOPEKA, KANSAS.

Apple and Pear stocks exclusively.

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXXII

ROCHESTER N. Y., DECEMBER, 1920

No. 6

A Half Million Dollar Nursery Industry

By Henry W. Kruckeberg, in Fresno, California Republican

PUT your finger on the map of the San Joaquin Valley at a point showing Bakersfield and trace it north to the point indicating Stockton, and you have, figuratively speaking, taken in an area of country in which the annual turnover in commercial plant production is fully a million dollars.

Allowing for the fact that the product of a modern nursery covers a wide range of economic and ornamental plants, and further, that fully ninety per cent of this annual turn over covers fruit trees, vines and small fruit plants, the showing is indeed remarkable, and affords convincing evidence of the phenomenal development and the wide extent of orchard and vineyard planting during the past quarter century in the San Joaquin valley. In this connection it would be interesting to have access to the industrial census for 1920, which at this writing had not been given out by the federal government; it is our firm conviction that this would give California first place in volume and value of nursery plants and trees. In the 1910 census the three ranking states in the value of nursery goods were New York, with an annual output of 12,751,000; California with \$2,213,000; and Texas, with \$1,253,000. In the decade now drawing to a close, it is safe to state that California easily occupies first place with a yearly output of economic and ornamental plants aggregating close to the \$4,000,000 mark, with possibly an additional \$1,000,000 for seeds. The area of land devoted to the industry will approximate 9,000 acres (it was about 6,500 acres at the close of 1909;) the portion of this devoted to the cut flower trade supplies upwards of 700 florists' establishments. In 1909 the state used 1,572,480 square feet of glass, which has been greatly increased during the intervening years, and must be over 2,000,000 square feet at the present writing.

In comparison with the use of glass, say in New York and some of the New England states, this may not seem small, but when climatic conditions are allowed for, it is indeed a splendid showing. Glass is a growing factor in the trade, which is destined to grow as population increases and the demand for choice flowers and tender exotics become more established. It would be interesting to know the actual amount of investments in land and improvements represented in the nursery and seed industry in this state, which in the aggregate represents a sum running into several millions.

The Economics Predominate

While much has been accomplished in ornamental horticulture, it is the economic in plant life that constitutes the unique position occupied by California, and especially the San Joaquin valley, that individualizes our commercial plant industry. To realize this more fully it is only necessary to call to mind the annual output of orchard and vineyard products. According to the statistical fields at Sacramento the growers of orchard and vineyard crops realized over \$230,000,000 for their products covering the year of 1919. Put in another way, the trees and vines of California yielded 2,071,525 tons of fruit of all kinds, which sold at an average price of \$113 per ton. The several kinds that made the strongest showing were peaches, prunes and raisins. Of the first mentioned there was marketed over 38,000 tons of the dried product; shipments of fresh peaches totaled 2,774 carloads; in addition there was the great volume taken by the canners. To realize the full significance

of the peach industry, it is interesting to learn that California produced 34.3 per cent of the total crop grown by the forty-eight states of the union. Of the other stone fruits she produced 130,000 tons of prunes, 180,000 tons of raisins, 19,017 carloads of table grapes, with apricots, almonds, walnuts and other fruits running equally high in volume of production. And to the glory of the San Joaquin valley, be it said that her portion of this immense output was greater than that of most any other section, especially in vineyard and deciduous fruit crops. Allowing for the fact that the individual producing units of every orchard and vineyard are the result of the nursery industry, its importance as an integral and dominant factor is not only obvious but



HENRY W. KRUCKEBERG, Los Angeles,
Cal., Sec'y California Assn. Nurserymen

one of pivotal importance commanding appreciation and recognition. In this connection it is pleasant to note that Fresno is the recognized center for the production and sale of deciduous fruit trees and vines in this state.

Growth and Development

In the evolution of the industry the one big object that was ever uppermost in the minds of nurserymen was the betterment of their product, not only with respect to health and vigor, but more particularly in the selection of the best varieties for special purposes and for particular conditions of soil and climate. Much has been learned in this direction that has proven of practical application. The nursery interests, with their working knowledge obtained through experience, are quite ready to supply the most adaptable varieties for varying conditions, affording root stocks and buds that are reasonably certain to give satisfactory results in both the growth of the plant and the quality of its product. The increase of land values and more discriminating markets (due to a constantly increasing volume of product) and the variable character of trees and quality of fruit produced, has emphasized and made imperative that if California horticulture is to render maximum returns in the future on investments, the quality and bearing capacity of all her fruit trees and vines must be improved. And this leads directly to the subject of bud selection.

A Pivotal Movement

Individual plantmen have been diligent in their search for buds from trees yielding quantity and quality fruit of types fulfilling these requirements. Individuals, too, have been scrupulously careful to use only the best material and grow their stock with care. Still the results have been individual rather than general, which has resulted in more or less inferior stuff finding its way to the orchards. Duly appreciating the pioneer work done in this direction by the Department of Agriculture with citrus fruits, the fact was nevertheless brought home to the plantmen that the greatest service they could render California fruit culture and the fruit industry was to formulate a practical working plan whereby all the buds used in the propagation of nursery trees and vines should come from recognized types that would regularly produce a uniform quality and quantity of product. These types, the plantmen decided, should be selected by experts regularly employed by their organization and the buds cut therefrom under scientific direction.

In its somewhat nebulous original form many nurserymen favored the idea, but for want of initiative and continuity of purpose, it never became a tangible fact until William T. Kirkman, Jr., of Fresno agitated for it by calling the attention of nurserymen and orchardists to its vital importance. At the Nurserymen's convention, held in conjunction with the State Fruit Growers' meeting at Chico last fall, the matter finally assumed concrete form and the Nurserymen's Bud Selection Association was perfected. This was not only heartily supported by the craft, but was enthusiastically endorsed by the fruit growers there assembled in convention at the same time.

Nursery Fruit Tree Standardization

In its last analysis bud selection under the plans being considered simply means that the nursery interests of California propose to standardize nursery fruit trees so that the product of their stock will more closely correspond to standard requirements of fruit growers and the demands of the market. With the advancing years fruit growing is more and more becoming an exacting vocation calling for large capital and intensive methods. To realize its widest possibilities the best trees time, labor and money can produce, must be supplied by the nurserymen. Appreciating this, it is indeed pleasant to record that nearly all the larger nursery establishments of the state are in the new organization, hence it is certainly in evidence that the nursery industry is keenly alive to its responsibilities in the development of our fruit interests and is now thoroughly in line for the growing of a superior quality of trees and that the speculative element will be reduced to the vanishing point.

The California Nurserymen's Bud Selection Association is a regularly incorporated body under the laws of California, with a capital stock of \$150,000, of which sum over \$50,000 has been subscribed. The officers selected for the first year are: President, William T. Kirkman, Jr., Fresno; vice-president, J. E. Bergtholdt, Newcastle; secretary-treasurer, Max J. Crow, Gilroy; directors, John S. Armstrong, Ontario; Henry A. Hyde, Watsonville; J. W. Barnicott, Newcastle, and George C. Roeding, Fresno. Headquarters for the present have been established at San Jose.

While the individual units composing the organization anticipate a material return from its operations, chiefly from the fact
(Continued on page 120)

Some Results of Uncle Sam's Work for Nurserymen

In his address before the Chrysanthemum Society of America, at its Washington meeting Nov. 10-14, Secretary of Agriculture Meredith said:

The work of Dr. Van Fleet in the development of new roses has been of such a character as to attract the attention of rose growers throughout the United States and in foreign lands. It resulted in the award to Dr. Van Fleet, in 1919, of the George Robert White medal of honor for distinguished attainment in plant breeding. This medal was awarded by a committee of the Massachusetts Horticultural Society, in whose trust the fund for the purpose was placed by its donor in 1909. Dr. Van Fleet has the honor of being the only member of the staff of the department of agriculture who has received this medal. His large contribution to the list of climbing and bush roses certainly entitles him to the honor that has been bestowed upon him. At the present time, his heart is set on the production of a rose which will serve the double purpose of being a satisfactory shrub for use in ornamental plantings about rural homes, and which, at the same time, will yield an abundance of flowers through a long-blooming period. The work that has been accomplished to date indicates that his efforts will ultimately be successful.

The department of agriculture also cooperates with the American Rose Society in the maintenance of a rose garden at the Arlington Farm, where a systematic record is kept of the behavior of the roses originated in the American trade, in order that those who are interested in the extension of rose culture may have information regarding the ability of the various sorts to withstand the climatic conditions of Washington and vicinity. This work, which is co-ordinated with that of other test gardens throughout the United States, is of great value to the rose breeders and rose propagators of the country. Aside from the outdoor roses, a number of promising rose seedlings have been produced in the department which are of considerable value for culture under glass.

The specialists of the department are not only endeavoring to improve the various flowers and ornamentals already established in America, but through the office of foreign seed and plant introduction of the bureau of plant industry, they are steadily searching for foreign plants worthy of introduction into the United States. In this work, a large number of interesting species having promise for culture in different sections of the country, or as breeding stock for use in the development of varieties adapted to different sections, have been brought in. While this work is necessarily incidental to the major purpose of the office of foreign seed and plant introduction, which is to secure plants of distinctly economic value, many hundreds of new varieties of ornamental plants and shrubs already have been secured including the following:

Collections of wild cannas and gladioli from different parts of the world; a new scarlet lily from China; collections of violets for the violet breeders; a new lilac; remarkable bush honeysuckles; large flowered snowballs; a wild dahlia from Mexico; a wild species of chrysanthemum from China; beautiful blue sage from Guatemala; new lawn grasses from Africa and Japan; new slender juniper for dooryards from China; a new Chinese holly which will compete with the European holly for Christmas decorations; thousands of bamboos, which will be as much a feature of our southern landscapes as they are of the beautiful flowering and fragrant carissa, a ready the favorite hedge plant of south Florida; pistache tree of China, which will beautify with its lovely foliage the hillsides of California, where the tree is perfectly at home and where avenues of it are already growing; the Japanese plum, over which Japanese poets rave when it flowers in the earliest warm days of spring; large collections of those delightful shrubs (cotoneasters), whose berries are the winter food of many birds; large-flowered and ornamental species of pear for park plantings from

China; the camoensia, which is noted as the largest flowering legume in the world and whose ghostly white petals, rimmed with old gold, are one of the rare sights for flower lovers, has flowered in China and in our greenhouses; Petrea, a subtropical, flowering vine rivaling the wistaria in its show of lilac flowers; a new and very productive dwarf lemon for greenhouse culture and for home growing, found by Meyer in general use in China; collections of ornamental species of asparagus gathered from South Africa and other parts of the world, some of them waiting to be utilized by greenhouse owners; the waxy flowered crimson morning glory whose flowers instead of fading in an hour remain fresh for days; and the two remarkable new roses, Rosa xanthina and Rosa rugosa, which, because of their great hardiness and beauty, have been utilized by Dr. Van Fleet in the creation of a whole series of entirely new roses of superb beauty and usefulness to this country.

The department also gives considerable attention to the investigation of plant diseases and insects attacking ornamentals as well as staple crop plants, with the view of devising means for their control. It also, as you are aware, administers the plant quarantine act through which effort is made to prevent the entrance of additional destructive plant pests from foreign countries.

State To Grow Nursery Trees

Harrisburg, Pa., Nov. 4.—The Pennsylvania department of forestry plans to grow several thousand young forest trees in nurseries at the Warren State hospital and the institution for the feeble-minded, at Polk. The nurseries will be started this fall in co-operation with the superintendents of the institutions. After the trees are three years old they will be planted throughout the state by private timberland owners and the department of forestry.

"To refrain from 'passing the buck' may not be a popular method of conducting a business, or bringing a Nursery organization up to a proper standard of ethics, but I know of no other safe method to pursue if we want to win."—S. W. Crowell.

Million Dollar Industry

(Continued from 119)

that its success will enable nurserymen to standardize their product, the organization itself is a co-operative non-profit sharing enterprise; its principal and only aim will be to improve the fruit tree of the future; to elevate the fruit industry; to reduce the element of chance in tree planting; to eliminate the unprofitable; to enhance quality and increase bearing; to avoid undesirable varieties; these are considerations that appeal alike to the fruit tree planter, the fruit shipper, the fruit canner, and the ultimate consumer. On the basis of service that serves, by affording trees that will yield better profits, increase production and improve quality, the Bud Selection Association asks consideration and hopes to receive the support of every horticultural interest.

Cultural Topics

Hill's Evergreens

Several parties of Nurserymen visited the Nurseries of the D. Hill Nursery Company, Dundee, Ill., last June, after the A. A. N. convention, particular interest being taken in the extensive business of this company in providing lining-out stock for Nurserymen all over the country. More than two million of these young evergreens are sent out annually.

Transplanted stock, 12-18 inch, 18-24 inch, 2-3 feet, is also in great demand. Next come specimens in varying height from two to six feet. This latter height is about the limit here all being sold when this height is reached. Everything is grown according to a carefully prepared schedule made out at inventory time just after the growing season, usually in June, when the growths have attained full size. The various blocks are carefully gone over, the seedling beds being estimated by actual count of a four foot square section in several places. The specimens in their various blocks are plainly labeled, showing their exact sizes as they are inventoried. In this way a perfect record is secured and plants are all marked for easy selection in filling orders. It is an interesting fact that the full growth of evergreens is made in less than two weeks the latter part of May or early June, the balance of the summer the branches fill out and mature, but there is no additional growth.

All varieties of evergreens are grown in large quantities. Hemlock, always scarce on account of its slow growth, is seen in large numbers, in sizes two, three and four feet. By their system here, each block of all the varieties is lifted or root pruned every two years. Orders are first filled, then selections made for plants to be grown on, in quantity as shown by the schedule. Stock left over, if any, is destroyed. In this way supply is balanced with demand. In no part of this great nursery is there to be found overgrown stock; no ground encumbered with unsalable or undesirable trees, their carefully prepared system eliminating all such waste.

The seed is obtained from original sources in the mountains of Colorado, Nebraska, Dakota, Canada, Europe, etc. It is all carefully tested on arrival as to its vitality, which percentage determines how quickly it shall be planted in the beds so as to give the number of seedlings required in the schedule. The seed beds are interesting; they are all uniform in size, four feet in width by 172 feet in length. The soil is enriched with manure and compost thoroughly pulverized; after seeding early in May the beds are covered with slat or lath screens about eight inches above the ground. In the fall these screens are brought down on the young plants and the whole thickly covered with hay, with which protection they carry nicely through the winter. After the removal of the slats in the spring they soon straighten up and require no further protection.

Prospective Purchasers of Nursery Stock Warned

The state of Minnesota is not selling white pine nursery stock and employs no agents for such a purpose.

This statement is made necessary by the fact that reports are being received by A. G. Ruggles, state entomologist and nursery inspector, University Farm, St. Paul, to the effect that agents are at work in the northwest selling white pine nursery stock, which, they say, was grown by the state of Minnesota and is being sold by them for the state. It is reported, moreover, that these same agents, in order to stimulate buying, tell prospective customers that the Minnesota state nursery inspector advises the fall-planting of white pine. If the information received by Mr. Ruggles is correct,

prospective purchasers of white pine nursery stock should be on their guard.

The facts are these: Before the war, at the forestry experiment station at Cloquet, a considerable amount of nursery stock was grown for the state forester. Before this could be planted, the war intervened and the forester found himself with perhaps 600,000 young trees on hand. Not being able to make use of these he offered them for sale. Apparently, from the reports received, it is some of this stock which is being put on the market. The state has no control over the sale of this stock, and the state inspector has never advised fall-planting. The inspector has merely passed on the stock for its freedom from insects and disease.

Transportation

The American Railway Express Company announces that its embargo against the acceptance of packages or pieces of freight weighing over 200 pounds, has been withdrawn on shipments to points within the Eastern Department, which includes New England, New York, Pennsylvania, New Jersey, Delaware, Maryland and the northern part of West Virginia.

The embargo has been in effect since last April and was put in as a measure to relieve congestion and control the movement of heavy freight via express. Shipments of emergency nature weighing over 200 pounds have been accepted under permits issued by the superintendents.

The embargo is continued on heavy shipments to the Central, Western and Southern Territories, but will, no doubt, be eliminated in such territories in the very near future.

The following premises are held to be true by the Association of Railway Executives:

1. That private ownership and operation of the railroads, with proper government regulations, is not only more efficient than government ownership and operation, but more in keeping with traditions which have made this country great.

2. That the existing railroad lines should be developed to their highest usefulness, and new lines should be built in such unserved territory as promises valuable development.

3. That railroad investment must therefore be made attractive to private investors.

4. And that the railroad industry should attract and retain the ablest type of men.

The Association remarks that without observance of these principles government ownership of railroads is unavoidable.

The American Railway Express Company is now making a trial of a new combination receipt-waybill form in lieu of the present

duplicate receipt and the present system of waybilling express shipments. The form in its trial, has been used quite extensively in the cities of Chicago, Detroit, Cleveland, St. Louis, etc.

The shipper in making out his receipt also makes out the waybill. The new form is a labor saving system for the express company and it is planned to extend its use generally.

There are a good many features that make the combination receipt-waybill meritorious. The express company maintains that it will expedite the service on express shipments, as it will eliminate the time required at the station for waybilling. The new form also includes a numbering system, which will be a distinctive means of identifying shipments and at the same time, will improve the present system of tracing delayed or lost shipments.

American Pomological Society

The thirty-seventh meeting of this society will be held in Columbus, Ohio, December 1, 2 and 3, 1920, under invitation of the Ohio State Horticultural Society, the University of Ohio and the City of Columbus.

Announcement is made that the program and events on this occasion will be distinctly up-to-date, plenty of time will be allowed for discussions. The theme of the meeting will be: "How can the American Pomological Society be of service to you, your industry, your state, your district?

There is universal agreement that we need a national clearing-house for this industry. A score of questions, entirely new, or new phases of old ones, arise each year to cloud our pathway; many of these, in fact most of them, are questions of national import, as, transportation; oceanic shipping; export and import trade; packages; weights and measures; quarantine laws and regulations; disease and pest outbreaks and disturbances; fruit by-products and pure laws, state, national and foreign; spray-materials and fertilizers, etc.

There is urgent need for a national policy of comprehensive character so developed and executed as to insure a steady forward

movement and a united continental activity among all the forces allied with the production, trade, commerce and consumption of fruit.

To Co-ordinate Horticultural Effort

President L. H. Bailey of the American Pomological Society has appointed as assistant-secretary, in immediate charge of the Columbus meeting. Secretary R. B. Cruickshank, of the Ohio State Society; and as assistant secretary in charge of the affiliation work, Secretary S. B. Shaw of the Maryland State Society. Secretary Cruickshank's address is Columbus, Ohio; Secretary Shaw's address is College Park, Maryland.

Secretary Cruickshank will take full charge of all matters pertaining to the general convention problems; as accommodation; entertainment; publicity; refrigeration of exhibits; announcements of train schedules; hotel rates; program features, etc.

Secretary Shaw will take full charge of the campaign aimed at the affiliation of all allied societies into a central body that shall be competent to devise and execute a progressive general policy in behalf of a forward movement for a bigger and better continental fruit industry. This is the work which the editor of the *American Nurseryman* proposed for a National Congress of Horticulture some years ago. It is very appropriate work for the American Pomological Society.

Whole Forest Was There as Miss Oakes Wed Pine

Norfolk, Va., Nov. 11—(Special)—Miss Ada Oakes, daughter of Mr. and Mrs. J. C. Oakes of Washington, N. C., became the bride of Walter Pine of Salisbury, N. C. The best man was Robert L. Birch; the bridesmaid, Anna Lee Laurel, and the preacher, the Rev. Oscar T. Wood. The couple went to Hickory, N. C., to spend the honeymoon with the bridegroom's aunt, Mrs. E. W. Shingle.

APPLE SEEDLINGS

We offer a fine lot of well matured Apple Seedlings, dug late after they were well ripened.

They are of strong caliper, and full of life and vigor. We guarantee they will please you.

GRADES

3/16 and up straight or branched.

1/4 inch and up straight or branched.

2/16 to 3/16, strong grade, straight or branched.

Mahaleb, French Pear, Manetti, Multiflora and Rugosa Rose Stocks.

A large stock of Forest Tree Seedlings.

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We control approximately 3000 acres, and grow and sell all kinds of seeds and nursery stock.

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WM. E. DART, B. S. (For.) Proprietor.

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CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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Published Monthly By

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SUBSCRIPTION RATES	
One year, in advance	\$2.00
To Foreign Countries and Canada	2.60
Single Copies	

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., DEC., 1920

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Article 9 of the Constitution of THE AMERICAN ASSOCIATION OF NURSERYMEN

It shall be the duty of every member of this Association to report to the executive committee hereof any character of dealings on the part of the Association members not in accord with established business ethics, and the executive committee shall immediately make such investigations as will develop all facts in the case and bring their report before the next annual meeting of the Association. If, upon evidence deduced, it is proven that such members' dealings violate ethical relations, he shall be expelled from this Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf before such action is taken.

QUARANTINE 37

At last a dignified, reasonable and logical course of action is proposed by the opponents of Quarantine 37. During the frenzied excitement over the promulgation of the regulation for protection of American horticulture, the *American Nurseryman* was the only horticultural publication in the United States which recognized the application of the principle upon which this republic has been built—the interests of the individual must be subordinated to the good of all. It required much argument and long hammering to drive home the fact that something was to be considered besides the advantage of freely importing what one wished in the horticultural line. Bitter denunciation of the government horticultural police was made on all sides. Not a word, for months, from the opponents, on the necessity for preserving what the United States already has "for the beautification of our homes"! The talk was all of the diabolical plot to prevent the bringing into the country of trees or plants which it had been the custom to import. No animus was shown—just the plot. This journal again and again expressed amazement at the utter disregard of facts manifested by horticultural societies, gardeners, tradesmen and the horticultural press generally—the very ones who would be expected to be the first to call upon government authorities to take steps to protect American horticulture. A parallel case is that of a municipality endeavoring through quarantine to prevent the introduction of small pox, while tradesmen berate the police and health authorities for restrictions on their regular routine of business facilities.

Gradually the light dawned, perhaps under the influence of daylight saving, and then were noted, in nearly all further protests, a preamble in one or another of the following forms: "Designed for the admirable purpose of protecting the United States against the admission of additional insects and diseases injurious to plant life"; "sentiment in favor of an adequate and reasonable quarantine"; "the duty of the government," etc.

As in the case of small pox, a conflagration or the approach of an enemy, one would naturally think that when clear evidence of the danger of incoming hosts hostile to American horticulture was presented, horticultural societies, gardeners, tradesmen and the horticultural press generally would be the first to spring to arms. We were surprised to find the opposite sentiment, on the plane of the narrow-minded merchants in the small-pox-threatened municipality.

It is along the reconstructed lines that the general committee appointed at a conference last June, called by the horticultural societies of Massachusetts, New York and Pennsylvania, is working according to an announcement recently issued by the executive committee of that general committee of which J. Horace McFarland is chairman. A spirit of co-operation, in the face of threatened continuation of invasion of plant enemies, is manifested in the statements in the announcement, that "it is the function and purpose of this committee to investigate and to make constructive recommendation in consequence of such investigations"; and "it is the proposal of this committee to send a capable investigator to gain information, interviewed individuals, compared notes and obtain statements and affidavits, upon which

the facts can be adequately presented to the Federal authorities at Washington."

That is rational. But we are still awaiting such evidence of a contrite heart as will show due appreciation for the manner in which government authorities, the paid servants of the people, years before the establishment of Quarantine 37, sent not one but many "capable investigators, furnished with all requisite entomological, pathological and other expert assistance wherever it was necessary to gain information, interviewed individuals, compared notes and obtained statements and affidavits upon which the facts were adequately presented to the Federal authorities at Washington."

We have looked in vain for a formal vote of thanks on the part of every horticultural society, gardeners' organization and tradesmen's association and hearty editorial appreciation by the horticultural press generally for the prompt and efficient manner in which the Federal authorities saw the danger and their duty long, long before the appearance of the announcement by the executive committee of the general committee of the June 1920 conference. All that the said committee proposes was done years ago by the Federal authorities in the interest of all concerned. Is it asking too much to suggest that even at this late day, formal expression of appreciation for that prompt governmental action be made? Something more than a meager reference sandwiched in a paragraph here and there of a pronouncement of general criticism? The *American Nurseryman* has expressed its appreciation. Is there another?

There can be no reasonable argument against the proposal by the said executive committee. Let all the light possible be turned upon the subject. The Federal Horticultural Board has urged again and again that this be done, the chairman taking pains to leave his desk in Washington and address horticultural organizations to that effect. The Board has done and is doing all in its power to handle the matter wisely. Its facilities for doing what the executive committee proposes are of wide and powerful range. If better methods, and efficient can be devised we have no doubt the Federal authorities will gladly welcome them.

"To refrain from PASSING THE BUCK may not be a popular method of conducting a business, or bringing a NURSERY ORGANIZATION up to a proper standard of ethics, but I know of no other safe method to pursue if we want to WIN."—S. W. Crowell.

ANOTHER REFUND ON DISEASED NURSERY STOCK

There has come to hand at last announcement of another refund to the planter, of the purchase price of trees sold under the A. A. N. Trade Mark, and under the express declaration of "healthy trees only" by the seller; the trees refunded for having been found, in the presence of state officials and witnesses, to have been doctored to remove evidences of a diseased condition.

Regarding this case the state entomologist called in to take action told the concern which sold the trees, under the Trade Mark: "I must say that I never saw such a 'bum' lot of trees sent out from any Nursery as the consignment to —. His idea of an adjustment in the matter as you were informed in a previous letter, is not 'unreasonable in the extreme,' as stated in your letter of August 10th, but a fair and

easy way to settle the controversy for sending out such trees with the apparent intention of deceiving the purchaser."

This is the case referred to on page 68 of the September issue and on page 85 of the October issue of the *American Nurseryman*. Publication of the names in this case has been withheld thus far for two reasons: So far as we know the case has not been brought to the attention of the public, and the case has not yet been reported upon by the Vigilance Committee of the A. A. N.

On October 19th, as the result of the state entomologist's statement of facts and his ultimatum to the Nursery concern in question, a check was sent by that concern to the purchaser, for the full amount of the tree order, and the cost of labor in setting, just as was announced as the claim, on page 85 of this journal. In doing so the Nursery concern wrote to the state entomologist: "We realize that our business has and will continue to be built up through repeat orders from satisfied customers. We will certainly take additional precaution in the future to see that no trees such as you describe leave our Nurseries."

Was it the intention of the American Association of Nurserymen, in establishing its Trade Mark, to expect the state entomologists to enforce it?

What a feather in the A. A. N. cap it would have been if the statement by the Nursery concern in question, quoted above, had been wrung from it by the A. A. N. in due process of Trade Mark provision enforcement!

From "unreasonable in the extreme" to "today we are mailing our check No. 78238 for \$382.00, in addition to the \$78.00 which he claims for labor in putting out stock!" And all accomplished outside of the trade—in House Cleaning days!

UP TO FATHER TIME NOW

The element of time seems now to be the important factor in determining the fate of the A. A. N. Trade Mark. Taking much for granted in connection with it has resulted in a series of surprises from unexpected quarters. History in the making is always exciting at times; and often it is stranger than fiction. That is what contributes largely to the interest in the game.

Another successful year's business is recorded in the annals of the Nursery Trade. Individual cares and perplexities have been met and solved for the most part and such time as was left has been devoted to consideration of trade and ornamental affairs. That is as it must inevitably be. It is because of the necessity for attending to individual business first that we emphasized in the last issue of this journal the importance of the suggestion made by the chief deputy entomologist of Colorado; viz: That the conditions in the Nursery Trade seem to require the establishment of some system that would give the general public more confidence in the operation of the Nursery business than does the work of a single vigilance committee to enforce the American Association Trade Mark as it should be enforced. The work which has been thrown upon the shoulders of that committee is far different from that of ordinary committee work. Any set of business men appointed to do the work of the American Association vigilance committee would surely find the task too great unless they were to neglect or give up entirely the affairs of their own business to attend to that work properly. That point is clearly made by Mr. List in his communication on

page 106 of the November issue of the *American Nurseryman*. He suggests the need of a "standardization official," well-trained in the Nursery work, one who could win the confidence not only of the Nursery Trade but of the public as well; a valuable point of contact, too, between the Nurserymen and the state authorities; one who could give the necessary time to full and impartial investigation of complaints, and at the same time lay down lines which would in great measure lessen complaints. This is something which has been lacking; it is something which, we believe, should receive careful consideration in view of the pronounced policy of the American Association with respect to its Trade Mark. That device must be protected or abandoned. Anything short of a strict interpretation and enforcement spells failure. Means for that interpretation and enforcement should be provided, with an appropriation of funds adequate for the purpose.

So long as "Trustworthy Trees and Plants" means diseased trees and plants, doctored before shipment, and refunded for only if caught at it, with privilege of taking another chance that the stock will get by, and no provision corresponding to "fine or imprisonment, or both, besides the recovery of the purchase price,"—just so long the Trade Mark will be looked at askance by the public. Two cases of lots of diseased Nursery trees, "doctored" before sending, have been reported in the columns of this journal as having been sent out under an advertisement assuring the planter purchaser that only healthy trees would be sent! In an era of House-Cleaning in the Nursery Trade, is this a practice which should instantly cause action on the part of a national organization pledged to Clean House?

It is probable that the American Association of Nurserymen will find that it will have to provide a system quite different from that of a committee of its members, in order to carry out the provisions of its Trade Mark plan. The subject is too important to be handled as a side issue. Mr. List has suggested a way out, we believe. It costs something to make the Trade Mark known to the planting public throughout the country; it will cost something, in dollars and cents, to back up the Trade Mark.

At present it is good form to send out diseased and doctored trees, under an advertisement promising only healthy trees, and under the O. K. of the A. A. N. Trade Mark; provided refund of the purchase price is made, at the convenience of the seller, in such cases as are detected. That good form has been established by resolutions formally adopted by a district Nursery organization composed largely of A. A. N. members.

At present it is good form to command a Nurseryman against whom complaints on the part of the planting public are so frequent that they have culminated in exclusion from the privilege of selling in at least one state and in an adverse report by an investigating committee of planters in another state; provided that Nurseryman's stock of trees is apparently in good condition and his relations with members of the Nursery Trade are "satisfactory," despite the fact that the A. A. N. vigilance committee has recommended that the Trade Mark be withheld from his use. That good form has been established by communications in the public press over the signatures of a prominent Nurseryman and a prominent Horticulturist.

Meantime the planting public is reading this pronouncement over the signature of

the American Association of Nurserymen in publications aggregating 4,607,998 circulation:

Some four hundred of America's Leading Nurserymen have linked themselves together to protect you in your buying of trees and plants. Whenever you buy Nursery stock, look for the TRUSTWORTHY Trade Mark shown above. It is used by members of the American Association of Nurserymen. Membership in the Association is strictly restricted to firms whose METHODS and standards come up to the Association measure.

Time alone, apparently, will tell what will be regarded as good form in the Nursery Trade a few years hence. "The cards are on the table."

THE SPIRIT OF 1920

It is a pleasure to record the fact that the majority of the Nursery concerns of the country are so conducting their business that their use of the A. A. N. Trade mark means something. Indeed, for the most part the Trade Mark adds nothing to the reputation which was long ago established by the best known concerns. It is idle, however, to say that there is no need for the device. Evidence is already at hand that practices will have to be amended if the use of the Trade Mark is continued by some concerns, for even if no action is taken within the trade, the planting public will insist upon compliance with the slogan.

It is interesting in this connection to note earnest co-operation voluntarily, evincing what may be called the Spirit of Nineteen Twenty, resulting from ethical discussion in the trade. The Neosho Nurseries Company, Neosho, Mo., for instance, is going to grade its fruit trees twice. It will grade them in a barn built for that purpose at the nursery fields, the second time when they are brought into the packinghouse and then when orders are filled a thorough inspection is given. This should make the stock speak more loudly for that company and should also prevent the expense incurred in replacing trees that are condemned on arrival; as for instance, 12 out of 1200 shipped to the state of Virginia and 103 peach trees out of about 7000 shipped to a planter in Southern California.

That's the spirit that spells progress—the spirit the *American Nurseryman* is arguing for. It is directly in line with the spirit of the Trade Mark; it recognizes rather than ignores and defies the Trade Mark; it volunteers information as to a trade practice rather than persists in ignoring requests for such information. Above all, it has to do directly with the relations between the planter and a member of the trade—a phase of the Nursery Industry not yet, apparently, thoroughly understood in the trade.

Publicity for Nurserymen is in progress continually, without cost to them. Campaigns to induce consumption of fruit spring up over night. They are of direct value to Nurserymen. One of the latest is the one started in Washington to promote the use of the loganberry. Loganberry jam in jars is being sold in quantity as the result of special advertising. Rotarians of Tacoma have pledged support to the campaign to make Puyallup valley berries as well known as Hood Valley apples. The Mitchell Nursery Co., Tacoma, Wash., calls attention to attractive advertising of the product.

AN ENTOMOLOGIST'S FINDING

In the Enforcement, Single-Handed of the Provisions of the American Association of Nurserymen's Trade Mark

Following is the report of the state entomologist in the refund case referred to in last column of page 122 of this issue:

"Of the 1200 trees ordered by Mr. _____ I examined carefully 872. He divided the order into three lots of 500, 400, and 300 trees and they were taken to different localities to be planted. Nearly the whole consignment was set out, but later taken up for inspection.

"Out of the 400 lot I examined 375 trees and found 284 with crown gall or hairy-root. Of this number of diseased trees 147 had had the crown gall carefully removed with a sharp knife close to the body of the trees. The other 87 trees of this lot did not show crown gall, but were mostly inferior stock not worth planting.

"Of the 500 lot I made a tree by tree inspection of 497. In this 427 trees had crown gall or hairy-root, 21 of which were found to have had the galls cut off as described above. This lot of 500 trees had been planted in the orchard all summer so the crown gall had reformed where they had been cut off at your Nursery, thus completely hiding the knife marks. If I had taken the time to cut off the new galls I have no doubt but that the proportion of galls cut off before shipping would have been found the same as in the 400 bunch just mentioned. The other 70 trees in the 500 lot did not show crown gall, but they were of an inferior grade.

"The balance of the whole order, 300 trees, I did not examine, but Mr. _____ informed me that they were just like the others. Therefore, I spent no more time in the inspection for I had seen enough to convince me that the purchaser is not asking too much for a settlement. We will stand back of Mr. _____ in his fight for justice in this matter."

Quarantine Amendment

The following is the amended regulation No. 4, quarantining New Jersey and Pennsylvania on account of the Japanese beetle:

(1) Farm, garden, and orchard products of all kinds, including fresh or perishable crops, such as green corn, tomatoes, beans, peas, canteloupes, watermelons, grapes, raspberries, blackberries, cherries, peaches, apples, and all other fresh fruits and vegetables; (2) grain and forage crops of all kinds; (3) nursery, ornamental, and greenhouse stock and all other plants, including bulbs and cut flowers; and (4) soil, compost and manure other than fresh manure shall not be moved or allowed to be moved interstate to any point outside the infested area quarantined for the Japanese beetle unless and until such articles have been inspected by the United States Department of Agriculture and certified to be free from the Japanese beetle. **Provided**, That in the case of nursery, ornamental, and greenhouse stock, bulbs, and all other plants except cut flowers, this quarantine and regulations shall apply throughout the year; in the case of cut flowers and all other products, for the period between June 15 and November 1.

The North Carolina Horticultural Society has been organized as the result of the recent Western North Carolina Apple Show. H. P. Corwith, Saluda, N. C., is president; John Ewbank, Henderson, secretary.

Miss Fannie L. Knapp, who has for years been in charge of Nursery catalogue work for the Rochester Lithographing Company, Rochester, N. Y., went on November 11th to Ogden, Utah, where she will spend the winter with relatives.

The Bound Brook, N. J., Chronicle of Oct. 22d, has a special article descriptive of the Bound Brook Nurseries, of which it says: "Operated at Bound Brook furnish one of the leading Nursery services of this section of New Jersey and enjoy a large patronage in the fruit and ornamental tree departments as well as in landscape architecture—Mr. Bryant with the assistance of Messrs. Page and Hereford are authorities on nursery stock, landscape architecture and tree surgery."

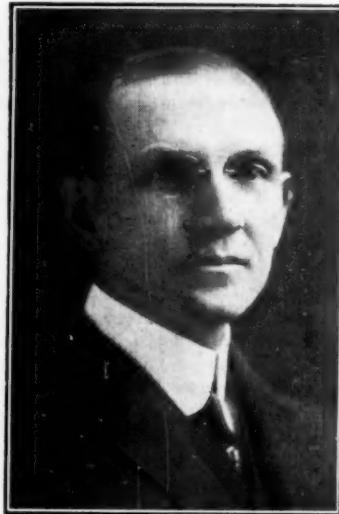
Grape Growers Not Losers

When the nation went dry by Federal amendment many grape growers thought they would be forced into some other line of business, because of the subsequent cessation of wine production, but reports to the bureau of markets show that the demand for manufactured grape products now exceeds the supply.

The production of unfermented grape juice and of jams and jellies is utilizing an increasing tonnage of grapes each year, these reports state, and in the not far distant future, it is expected that the annual production of grapes will not meet the demand.

Vigilance Committee Reappointed

Announcement was made early last month that President Lloyd C. Stark has re-appointed the Vigilance Committee of the American Association of Nurserymen: Paul C. Lindley, Pomona, N. C., chairman; E. H. Parsons, York, Neb.; E. P. Bernardin, Par-



PAUL C. LINDLEY, Pomona, N. C.

Re-appointed Chairman Vigilance Committee of American Assn. of Nurserymen

sions, Kansas; F. S. Baker, Cheshire, Conn.; James A. Young, Aurora, Ill.

Say you saw it in AMERICAN NURSERYMAN

NATIONAL AND DISTRICT NURSERY ASSOCIATIONS

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chatting, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd, Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima,

SOME PERTINENT ADVICE

That Nurserymen in various parts of the country are doing some independent thinking is evidenced now and then by incidents which come to light. It may be that some of this thinking is the result of reading an independent trade journal. Anyway, S. W. Crowell, Roseacres, Miss., recently admonished his fellow Nurserymen over a wide area to hold the buck, saying:

Few of us could define accurately what the "BUCK" is, but most of us know all about it, handle it with much familiarity, and pass it with much cheerfulness and dexterity. The business of the "BUCK" is to be passed. The "BUCK" is the warm friend and counsellor of every man who wishes to dodge responsibility. To hold the "BUCK" long in one's possession would indicate the hardening of the backbone, the budding of manly independence, the flowering of courage, the growth of honesty. But by passing the "BUCK" one avoids these plebian virtues and qualifies oneself to lounge in snug complaisance with the great bulk of one's fellows.

Pass the "BUCK" if you wish to avoid criticism, if you wish to be a clam or an anomaly or an invertebrate. "Pass the Buck," if you wish to slide through life without friction, and without real achievement. But hold onto the "BUCK," keep it, hold it where all may see it, fight for its possession, if you wish to be a whole man, to do a man's work, to measure up to a man's stature, to develop manly virtues, to take your medicine when you deserve it, to hand no blame on to another that you should bear yourself.

To refrain from "PASSING THE BUCK" may not be a popular method of conducting a business, or bringing a NURSERY ORGANIZATION up to a proper standard of ethics, but I know of no other safe method to pursue if we want to WIN.

Herbert W. Schlaffhorst, secretary and attorney for the executive committee of the general committee resulting from the June 1920 conference on Quarantine 34, will receive cash contributions at his office, 300 Massachusetts avenue, Boston, Mass., for the fund to promote investigation of conditions upon which the quarantine is based.

The Call Nurseries Co., Perry, Ohio, has been incorporated by P. J. Schumaker, C. Pine, M. F. McGuire, J. B. Hook and J. W. Lane with a capital stock of \$15,000.

Bert J. Vandervelt, president of the Corn Belt Nursery Co., Bloomington, Ill., died at his home in Normal, Ill., recently, aged 50.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhar, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-president, A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-president, B. D. Wallace, Island Park Nurseries, Portage La Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bramner, Alta.; W. J. Boughey, Valley River Nurseries, Valley River, Man.

COMMITTEE LIST**American Association of Nurserymen**

Appointed by President Lloyd C. Stark
For the Year 1920-1921

Legislative and Tariff

Charles H. Perkins, 2nd, Chairman, Newark, N. Y.
Wm. Pitkin, Rochester, New York.
James M. Pitkin, Newark, N. Y.
John H. Dayton, Painesville, Ohio.
J. R. Mayhew, Waxahachie, Texas.
C. R. Burr, Manchester, Conn.
A. E. Robinson, Lexington, Mass.
Geo. C. Roeding, Fresno, California.
J. T. Foote, Durand, Oka.
S. A. Miller, Milton, Oregon.
William Flemer, Springfield, N. J.
Orlando Harrison, Berlin, Md.
E. P. Bernardin, Parsons, Kansas.
Henry B. Chase, Chase, Ala.
Geo. Marshall, Arlington, Nebr.
H. D. Simpson, Vincennes, Ind.
W. F. Ilgenfritz, Monroe, Michigan.
Michael R. Cashman, Owatonna, Minnesota.
S. W. Crowell, Roseacres, Miss.
E. W. Chittin, Winchester, Tenn.
Thos. Wiggins, Toppenish, Wash.
Ralph Lake, Shenandoah, Iowa.

Market Development:

Robert Pyle, Chairman, West Grove, Pa.
O. Joe Howard, Hickory, N. C.
Frederick L. Atkins, Rutherford, N. J.
A. B. Howell, Louisiana, Mo.
J. Edward Moon, Morrisville, Pa.
Earl D. Needham, Des Moines, Iowa.
E. E. May, Shenandoah, Iowa.
W. C. Harrison, Painesville, Ohio.

Arbitration:

George A. Marshall, Chairman, Arlington, Nebr.
Henry B. Chase, Chase, Ala.
Frank H. Stannard, Ottawa, Kansas.
J. H. Dayton, Painesville, Ohio.
E. S. Welch, Shenandoah, Iowa.

Vigilance:

Paul C. Lindley, Chairman, Pomona, N. C.
E. H. Smith, York, Nebr.
Henry Chase, Chase, Ala.
Paul C. Stark, Louisiana, Missouri.
J. R. Mayhew, Waxahachie, Texas.
A. E. Robinson, Lexington, Mass.
E. M. Sherman, Charles City, Iowa.

Nomenclature:

Harlan P. Kelsey, Chairman, Salem, Mass.
J. Horace McFarland, Harrisburg, Pa.
Dr. Frederick V. Coville, Botanist, U. S. Dept. Agriculture, Washington, D. C.

Relations with Landscape Architects:

Thomas B. Meehan, Chairman, Dresher, Pa.
Theo. J. Smith, Geneva, New York.
Richard M. Wyman, Framingham, Mass.
Edward G. Greening, Monroe, Michigan.

Courses of Nursery Training in Agricultural Colleges:

Alvin E. Nelson, Chairman, Chicago, Ill.
Henry Hicks, Westbury, New York.
Theodore F. Borst, 15 Beacon St., Boston, Mass.
Ralph T. Olcott, 39 State St., Rochester, New York.

J. A. McClintock, physiologist of the Georgia Experiment Station, has issued a press bulletin on the performance of the Hale peach which Nurserymen who wish to keep posted should have.

Peach Pits

The Howard-Hickory Co.
HICKORY, N. C.

PETER F. WILLEMS

In the nursery business continuously since 1889.

President since 1904 Perry Nursery Company
Secretary since 1910 Brown Bros. Company

**Announces the formation of the
WILLEMS, SONS' NURSERIES**

having associated with him his son, Frank M. Willems
(with the Perry Nursery Company since 1914, excepting eleven months of U. S. Army service in France) with executive offices at Rochester, N. Y.

October 1, 1920.

Sales Agencies to be established throughout the New England, Middle Atlantic and Middle West States.

**The Art of
Landscape Architecture**

BY SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads, paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.80

American Fruits Publishing Co.
Rochester, N. Y.

DELPHINUM BELLADONNA

1 and 2 year old plants

Large Flowering Hardy Mums

in separate colors

Also a nice list of other hardy plants.

Joseph F. Martin, Box 97, Painesville, Ohio

CURRENTS GOOSEBERRY THORNLESS BLACKBERRY

Also Logan, Phenomenal, Himalaya and other Berry and small fruit plants.

We supply many of the large Eastern Nurseries with their stock of the above. Why not you? We are not affected by the Government quarantine on Currants and Gooseberry. We can fill your Western orders, large or small, direct to your customer. Send for trade list.

WAGNER'S NURSERY

Pasadena, California

RID-OF-RATS

Patented, is Non Poisonous and can be used anywhere without risk of killing of house pets or injuring human beings. Eight years on the market. If your dealer don't carry it, send direct to the manufacturers.

THE BERG & BEARD MFG. CO.
100 Emerson Place Brooklyn, N. Y.

Price \$1.80 per doz. boxes; \$1.00 per lb.

(Discount quoted upon request.)

Mn'lctrs of a very effective Gopher Exterminator.

**ST. REGIS AND OTHER VARIETIES****RASPBERRY PLANTS****DEWBERRY and BLACKBERRY PLANTS**

Fine Stock. Send for prices before you buy.

MICHAEL N. BORGO, VINELAND, N. J.

When writing to advertisers just mention American Nurseryman.

**W. T. HOOD & CO.
Old Dominion Nurseries
RICHMOND, VIRGINIA.**

To a practical Nurseryman, who is capable of taking entire charge of the propagation and growing of a General Line of Nursery stock for retail trade, we will sell an interest in this business.

We want for early Fall, 1920, Apples, Cherry, Pears, Plums, Evergreens, Shrubbery, Grapes, and Small Fruits.

Quote us on any of the above items what you can do.

APPLE SEEDLINGS

IOWA GROWN

If you have never used Iowa-grown apple seedlings, it will be worth your while to try them on at least part of your plant.

At the proper time, we would like to send samples, especially to those firms who have been depending largely on the French imported seedlings.

We have seedlings grown from the imported French crab seed and the native Vermont seed. Prices quoted on application.

Our seedlings are allowed to mature naturally in the ground. They are full of vitality.

**Sjulin Nursery Co., HAMBURG,
IOWA.**

Seedlings For Licensed Nurserymen Only

President Stark of the American Association of Nurserymen on November 9th sent to members the following letter and enclosures:

Dear Sir: The enclosed copies of letters are self-explanatory. Don't you think it would be a good plan for each Nurseryman to write to the firm or firms—both in this country and foreign countries—from whom he buys seedlings, and urgently request them not to sell to anyone outside the legitimate Nursery trade? Not to sell to orchardists who are trying to grow their own trees, or to anyone but established Nursery concerns.

This will mean a lot of money to you and to everybody in the Nursery business in the future, and it will also protect the orchard planter from a lot of mediocre, or worse, trees, as well as a lot of mixed varieties and stock that is untrue to name.

If every important Nurseryman in America gets busy right away and urges his seedling growers to keep their business all in the hands of the legitimate Nursery industry, it will be a great benefit to all.

STARK BROS. NURSERIES,
Louisiana, Mo.
Lloyd C. Stark,
Vice-President-General Manager.

October 30th, 1920.

Gentlemen: In order to keep the business from going back to the old days of 1910 to 1914, when it was so badly demoralized on account of the seedling growers selling to orchard planters as many seedlings as they wanted, we have consistently followed our policy, adopted years ago, of selling our seedlings to licensed Nurserymen only, but we find that _____, and _____ are quoting farmers in the Northwest, though we have repeatedly called their attention to the demoralizing influence this will have on the trade in general and to its ultimate unfavorable reaction on themselves. We believe that this is a matter of very vital importance and that seedling growers should be made to understand thoroughly that the Nurserymen who buy their seedlings will not stand for such a practice. We will appreciate it if you will do what you can to hold the seedling growers in the East in line at this time and at any future time. Whenever you hear of an occurrence where they have quoted farmers, we would suggest that you go after them vigorously, the same as we do. We know of no one thing that will get the business back to an unprofitable basis quicker than this practice.

Yours truly,
(A large Northwestern Nurseryman member of American Association of Nurserymen.)

October 30th, 1920.
Dear Sir: In reply to yours of the 28th would say that I think you are on the right track. Seedling growers and importers should not sell to small planters and orchardists and will be glad to write a number of letters along this line to seedling men.

We will have to remit \$5000.00 to France this week on seedlings as part payment and surely it is worth while protecting such investments.

Respectfully yours,
(From a leading Central Western Nurseryman, whose name can be supplied with his permission.)

November 1st, 1920.
Gentlemen: Your telegram received and in regards to an order for nursery stock, I don't think you could sell me any trees at the prices you ask.

I intend to get apple seedlings this fall, and bud them myself, and raise my own trees and bud them, as I have ordered my seedlings, and have a bushel of peach pits to plant this fall.

Yours truly,
(A large Eastern orchardist, name can be supplied on request.)

Work Well In Hand in Princeton

Princeton, N. J., Nov. 19—"Business with us this fall has been very good. We had an exceptionally fine season last fall, but on account of shortage of help did not do much else besides filling orders. This year, however, we have not only increased our business considerably over last year, but have in addition gotten much work ahead for spring. We have succeeded in getting considerable planting done and other work that goes toward maintaining a good stock for future seasons.

"Everything seems to be moving well, especially evergreens. Shade trees are in very little demand, probably on account of the high cost of labor which limits park plantings, municipal planting and real estate developments.

"Spring sales are also ahead of other years; but, of course, one cannot really tell what conditions will be then until the time comes, although we believe that a general business slump would not be felt in the nursery trade until a year after it effects other lines.

"We might add that there are a number of shrubs that are very scarce and practically off the market. A good example would be Hydrangea Paniculata Grandiflora."—Princeton Nurseries, Wm. Flemer, Jr., Mgr.

SEE YOU SAW IT IN AMERICAN NURSERYMAN

For Nursery Salesmen**1921 Business**

By Charles W. Hoyt,
President Hoyt's Service

During the past four years, it has been so easy to sell and advertise goods that our sales instincts have stagnated. In many cases neither selling nor advertising has been necessary—it took little to start and keep up sales.

Salesmen, salesmen, retailers, advertising men—we must quit "marking time"—accepting things as inevitable. The time has come for a change of front—it is time to stop taking orders and start selling goods.

A careful study of the fundamentals underlying Business will convince most people that the chances for good business during the next year are right. For a long time we have been accepting excuses. A tremendous amount of liquidation had to be put through. This is rapidly being done and will be speedily completed. A Party has been put in power according to the wishes of a very large majority. The crops of the country are bountiful.

Lay out a progressive, aggressive sales policy for 1921—sell yourself on the idea that it's going to be a successful year. Then call in your entire force—inspire them with the same attitude—start an old time intensive sales drive—accept no longer mediocre work from anyone in your employ.

Spread this spirit throughout your dealers—make your salesmen talk prosperity and business, not hard times and slack days. Use your trade papers to carry this message of a bigger and better 1921. The dealers will respond—their shelves are sadly depleted.

The people of the country want goods—the people of the country will buy your goods—but they have got to be sold.

"He Was Wont to Speak Plain and to the Purpose"

"If some one 'PASSES THE BUCK' to you, freeze to it, hold it. And if you need help, holler like hell till some of us hear you. We'll come to your rescue.

"They helped every one his neighbor, and every one said to his brother, Be of good courage."—S. W. Crowell.

Forty cars of apples for immediate shipment from the Springfield, Mo., district were bought in Springfield, Sept. 12 by Harry Kauffman, representing the Associated Fruit Company of Chicago and the Baldwin Pope Marketing company of St. Louis. Approximately \$40,000 was paid for the apples, or an average of \$1,000 a car.

YOU NEED -- WE HAVE

50,000 LOGANBERRY, first-class tip plants

35,000 Currants, red and black, 1-yr.

No. 1.

6,000 GOOSEBERRY, Oregon Champion,

1-yr. No. 1.

20,000 RASPBERRY, Superlative and St. Regis, 1-yr. No. 1.

250,000 ASPARAGUS, Six leading sorts, extra fine, 1-yr.

All clean stock, not subject to quarantine.

Shipment anywhere after Dec. 15, except Logans for Feb. shipment.

Write for prices.

Crow's Nurseries,

Gilroy, Calif.

WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW
FOR THE COMING ACTIVE MONTHS

**In
The American Nurseryman**

Chief Exponent of the
American Nursery Trade

Every Advertisement is repeated in the AMERICAN NURSERY TRADE BULLETIN, thus covering the Trade. See Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Dictionary of American Plant Propagators," as on page 115. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.

HILL'S CHOICE EVERGREENS

FALL 1920 SPRING 1921.

NOTE—Prices quoted below are for actual Nurserymen only

COMPLETE ASSORTMENT OF EVERGREENS

o Indicates Seedlings or cuttings.
Each *x* indicates one transplanting.

Variety	Size	Inch	100	1000
Arbor Vitae Amer.	o	6-8	\$ 3.50	18.00
" " "	x	8-10	4.00	25.00
" " "	xx	10-12	10.00	90.00
" " "	xx	12-18	12.00	110.00
" " "	xx	18-24	18.00	170.00
" " "	xx	24-36	20.00	.....
Comp'ta	x	6-8	15.00	120.00
" " "	xx	12-18	40.00	.....
Dg. Gold	xx	12-18	60.00	.....
Dg. Pyr.	xx	12-18	65.00	.....
Hoveyl	x	6-8	15.00	.....
Peabody's	x	6-8	17.50	.....
Pyramidal	x	8-10	13.50	125.00
Siberian	x	6-8	13.00	120.00
Tom Th'b	x	6-8	15.00	.....
Wood's	x	6-8	15.00	.....
Bloota Chinese	o	4-6	2.50	25.00
Fir Balsam	o	4-6	4.50	30.00
" " "	xx	6-10	15.00	.....
" " "	xx	10-12	18.00	.....
Concolor	xx	10-12	20.00	.....
" " "	xx	12-18	30.00	.....
" " "	xx	18-24	40.00	.....
Douglas	o	4-6	3.50	20.00
" " "	o	6-8	4.00	25.00
" " "	x	6-8	9.00	80.00
" " "	xx	10-12	20.00	.....
" " "	xx	12-18	25.00	.....
" " "	xx	18-24	30.00	.....
Hemlock	x	6-8	13.50	125.00
" " "	x	8-10	15.00	140.00

The growing of young Evergreenss and Deciduous stock in small sizes, suitable for lining out in nursery row, has been a specialty with us for over half a century. All stock strong, healthy and well rooted. Send for complete trade list.



The D. Hill Nursery Co., Inc.

Evergreen Specialists

Box 402

Largest Growers in America

DUNDEE, ILLINOIS

There are two things
I insist on—careful
digging—careful pack-
ing.
D. HILL.

LITERATURE



"Rus" has made its appearance for 1920. It is a book of 534 pages, two columns to the page, containing the names of 4,631 persons, with a short sketch of each, who are classed as being in the "rural leadership" in the United States and Canada. The volume is designed to be a "compilation of information, and includes those who are regularly and prominently engaged in rural work as farmers, teachers, investigators, businessmen, ministers, lecturers, farm agents, authors, editors, rural organizers and administrators, if their efforts are of such a nature as to make them public characters."

The compiler is Prof. L. H. Bailey, of Ithaca, N. Y., who for many years was professor of horticulture in Cornell University, and is acknowledged as one of the greatest men in horticultural learning in this country. He is the author of "Annals in Horticulture" (five volumes), a standard publication; "Cyclopedia of American Horticulture" (six volumes); "Cyclopedia of American Agriculture" (four volumes); "Principles of Fruit-Growing;" "Manual of Gardening," and many other works, some of which are used as text books, and all for purposes of references in the agricultural colleges and schools of the United States. He is now president of the American Pomological Society.

This is the second issue of "Rus," the first volume having appeared in November, 1918. The work was delayed this year, due to the overcrowding in printing establishments, the practical inability of securing material of desired quality, and the high prices everywhere. On account of the difficulties experienced it is not likely that there will be a continuation of the enterprise, the author states. Ithaca, N. Y., L. H. Bailey; cloth; \$3.25.

The A. P. S. Annual

Under the reorganization plans of the American Pomological Society, says Secre-

tary E. R. Lake, we are assembling at the direction of Dr. Bailey, the material for the first "Annual," a volume that will, if the present plans carry, each year present to the members and the general public a concise, accurate, up-to-date review of the current year's activities and accomplishments in American pomology. In fact it is planned to include in this volume a digest of the status of the world's fruit industry; production, commerce and consumption, together with miscellaneous information covering the recent progress in the various lines of work directly related to this industry.

To the end that this first volume may be a credit to American fruit growers and their industry, we are soliciting from the workers in this field their cordial co-operation and assistance, in the form of brief reports upon:

1. The status of the fruit-growing industry in your state, province or territory.

2. The character and extent of the service performed by your association or society...the region over which you confine your activities—capitalization, memberships, fees, dues, commissions, or other source of revenue; organization, problems, progress; new contracts; your publications; in fact anything that would be of service in directing attention to the part you perform and the place you occupy in the economy of this great industry.

3. The review of the recent publications relating to the various phases of this industry.

4. The listing of all societies allied with the fruit industry?

5. The review, outline or summarizing of the leading lines of research now being conducted in behalf of more and better fruit, better fruit growing and fruit products.

6. Packages, packing, markets, shipping, marketing and storage.

7. New legislation, regulations or decisions.

8. New implements, tools and conveniences.

9. New fruits, introductions, formulae, recipes, etc.

Complete Assortment of Evergreens—Continued.

Variety	Size	Inch	100	1000
Junip. Canadensis	o	4-6	\$ 5.00	40.00
" "	o	6-8	6.00	50.00
" "	xx	10-12	40.00	.....
" "	o	4-6	4.50	40.00
" "	x	6-8	10.00	90.00
" "	xx	8-10	11.00	100.00
" "	xx	18-24	35.00	.....
" "	xx	24-36	50.00	.....
Sabina	x	6-8	25.00	.....
Horizontalis	o	4-6	9.00	75.00
" "	x	6-8	20.00	.....
" "	xx	10-12	30.00	.....
Scopulorum	o	4-6	15.00	.....
Virginiana	o	4-6	3.00	20.00
" "	o	6-8	4.00	25.00
" "	xx	10-12	15.00	140.00
" "	xx	12-18	20.00	.....
" "	xx	18-24	25.00	.....
" "	xx	24-36	35.00	.....
Engelman	o	4-6	4.50	30.00
" "	xx	6-10	15.00	.....
" "	xx	10-12	25.00	.....
Norway	o	6-8	2.75	13.50
" "	o	8-10	3.50	20.00
" "	x	6-8	5.00	40.00
" "	xx	10-12	11.00	100.00
" "	xx	12-18	15.00	140.00
" "	xx	18-24	22.50	210.00
White	o	2-4	3.00	20.00
" "	o	4-6	4.00	25.00
" "	x	6-8	8.00	70.00
" "	xx	10-12	17.50	.....
" "	xx	12-18	22.50	.....

DECIDUOUS TREES AND SHRUBS

Variety	Size	Inch	100	1000
Berberis Thunbergii	o	6-8	\$ 3.50	25.00
Fraxinus Americana	o	6-12	2.50	15.00
" "	o	12-18	3.00	20.00
Juglans Nigra	o	12-18	4.00	30.00
Quercus Rubra	o	10-12	5.00	40.00
Symplocarpus Race's	o	10-12	5.00	40.00
Spirea Van Houttei	o	10-12	4.50	35.00
" "	Feet			
Ulmus Americana	o	2-3	7.00	60.00
" "	o	3-4	9.50	85.00
" "	o	4-6	13.50	125.00
" "	o	6-8	31.50	300.00
" "	o	8-10	52.00	.....

JAPANESE BARBERRY

Variety	Size	Feet	10	100
Berberis Thunbergii	o	1-2	\$ 2.50	20.00
" "	o	2-3	3.00	25.00

500 of same variety and size at 100 rate.

500 at 1000 rate.

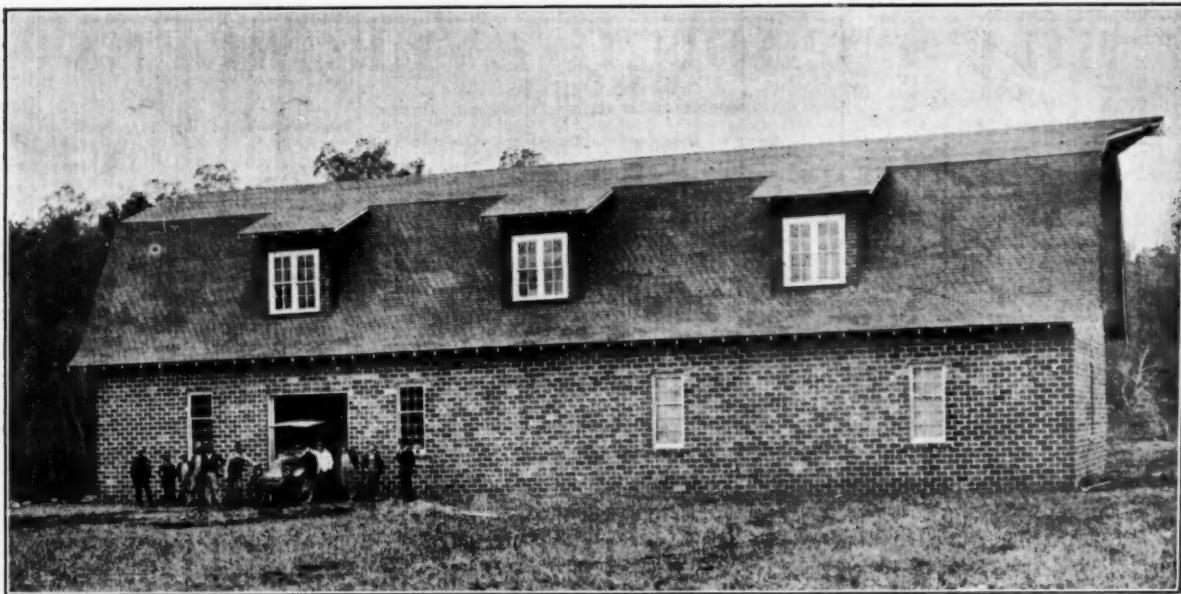
10. Diseases, insects, spray materials, spraying apparatus.
11. Statistics of the industry, in general, and specific of kinds and sections.
12. Cultural ideas, new applications, new practices.
13. New varieties, varietal behavior and nomenclature.

Path of Roses Across State

Under leadership of the State Federation of Horticultural Societies and Floral clubs, says the Rome, N. Y., Sentinel, a movement to plant rose bushes along the state highway from Auburn to Syracuse is to be undertaken by the Syracuse Rose Society, the Auburn Rose Society and the newly organized Skaneateles Flower Club. In order that tourists to this section may better know roses and to advertise this section as the home of roses, a pretentious program is about to be launched which will be unique in its purpose and plan.

An experiment which has been conducted for many years along the New York, New Haven and Hartford railroad between New York and New Haven gives some encouragement to those interested in the plan of the state federation. Along the railroad are many rocks and rough places. These spots were years ago planted with rose bushes of the climbing and other kind. Many of the residents also have planted rose bushes along their back fences. The result in the summer is a glow of color that is the wonder and delight of the travelers and commuters along the N. Y., N. H. & H.

Printers Ink for Oct. 7 has an interesting article on the subject of order cancellations, as it relates to the nursery trade. In all lines of business, cancellations are more or less common and various efforts have been made to check the practice. It would appear, however, that cancellation causes no serious trouble in the nursery trade, although some firms have found it necessary to exercise firmness in connection with retail customers who seek to break their contracts.



PACKING SHED AND STORAGE HOUSE—JOE SHADOW NURSERY COMPANY, WINCHESTER, TENN.

Development of the Joe Shadow Nursery

Among the rapidly developing business concerns of the South is the Joe Shadow Nursery Company, Winchester, Tenn. This business has been built up on the experience and principles of J. A. Shadow who has been a Nurseryman for 38 years. In the early days he was foreman for the Southern Nursery Company of Winchester. His five sons have assumed the active management of the Nursery. They are:

A. J. Shadow, secretary and treasurer, who in addition to his knowledge of the Nursery business has had 13 years' experience in the banking business with the Farmers National Bank of Winchester.

W. A. Shadow, a graduate of the Uni-

versity of Tennessee, B. S. A. degree, who is the field manager of the company.

C. A. Shadow, connected with the business, but still in college.

H. A. Shadow, in college.

J. G. Shadow, in college.

The father, who is founder and adviser and the mother, now deceased, believed long ago in the value of college training which the American Association of Nurserymen is urging young men to acquire. With at least four college-bred men in the company and the benefit of nearly four decades of practical experience, sure foundation has been laid for steady growth.

During the last ten years the company's

business has developed in the South, among the commercial planters. For many years the company has specialized in June budded peach, of which J. A. Shadow was one of the pioneer propagators.

A view of the new packing shed of the Joe Shadow Nursery Company is shown herewith. The company is a member of the American Association of Nurserymen.

George B. Thomas

George B. Thomas, head of Hoopes Brothers & Thomas, West Chester, Pa., operating the Maple ave. nurseries, died November 10, aged 80 years. He was widely known as a Nurseryman in Europe. With the late Jonah Hoopes, he established the nursery which now covers 2000 acres. He was a member of the West Chester Club and many other organizations.

J. H. Skinner & Co., Topeka, Kansas

Offer for late Fall or early Spring shipments:

Apple Trees, 2 yr. Keiffer Pears, 1 and 2 yr.
Peach, 1 yr. Gooseberries, 1 yr. Strong plants.
Grapes, 1 yr. Rhubarb Myatt's Linneas, Divided roots.

APPLE SEEDLINGS, all grades.

Black Locust Seedlings. Honey Locust Seedlings.

SHADE TREES—Ash, Elm, Maple, Sycamore, Honey Locust, American Chestnut.

Bechtel's Double Flowering Crab, all sizes. Amoor River Privet, 12-18 inches; 18-24 inches; 2-3 feet. Spirea Van Houtte, 12-18 inches; 18-24 inches; 2-3 feet; 3-4 feet.

Let us price your wants.

Important Announcement To Nurserymen Handling Agents

With the present scarcity and high prices of fruit trees many nurserymen are pushing the sale of Evergreens. Why not let YOUR salesmen sell Evergreens? The demand is already created. State and Federal authorities urge Farmers to plant Evergreen Windbreaks and Hedges. Many leading nurserymen have pushed this line for years, your men will find them easy to sell.

Prices are reasonable, profits unusually good, and we have the stock all ready for you in one thousand or one hundred thousand lots. Solid car-loads a specialty.

Note These Prices

NORWAY SPRUCE			
	Each	Each	Each
Per M	Per 10M	Per 25M	
1 - 1½ feet xx*	14c	12c	10c
1½ - 2 feet xx	21c	19c	17c
Retail prices on the above are 75c and 95c each.			

AMERICAN ARBOR VITAE			
	Each	Each	Each
Per M	Per 10M	Per 25M	
1 - 1½ feet xx*	11c	10c	9c
1½ - 2 feet xx	17c	16c	14c
Retail prices on the above are 50c and 75c each.			

*Each x indicates one transplanting.
 Write today for complete information and free samples.

The D. Hill Nursery Co., Inc. Box 402
DUNDEE, ILLINOIS

M A H A L E B

S E E D L I N G S

Have seed planted and will book orders for limited amount for

FALL 1921 and SPRING 1922

Write for Prices

THOMAS ROGERS & SONS

(Successors to COOPER & ROGERS)

WINFIELD, - - - - - KANSAS

We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horse-chestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper.

Write for particulars and prices.

The Rakestraw-Pyle Co.,

KENNETT SQUARE, PA.

E. P. BERNARDIN**Parsons Wholesale Nurseries**

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOOR NORTH AND VUGARIS, Privet. EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples. 2½ to 4 inches. Nice block of transplanted American Elm. 1½ to 3 inches.

Shrubs and Perennial Plants
General Assortment.

W. B. COLE, Painesville, Ohio.

A Nursery That Bought
over 38,000 of our apple, peach and plum trees last year wrote us September 15, 1920 as follows:

"It was a pleasure to deliver such trees as those you sent us last spring. *** Let us know how many Delicious and Winesap you will let us have. There are plenty to be had but we want your stock."

We now have their order for another carload. If you are looking for exceptionally nice trees send us your requirements.

Neosho Nurseries Co., Neosho, Missouri
Members American Assn. of Nurserymen.

Special for Fall

Cornus elegantissima, 2-3 and 3-4 ft.
Also Shrubs and Herbaceous Plants
in good assortment.

T. R. NORMAN, Painesville, Ohio

ORNAMENTAL TREES AND SHRUBS*"Bay State Quality"*

Largest assortment in New England.
Evergreen and deciduous trees.
Sturdy, choice stock that can be depended upon
Send for Trade List.

THE BAY STATE NURSERIES

NORTH ABINGTON, MASS.

SARFF'S NURSERY
SMALL FRUIT PLANTSHEADQUARTERS
FOR

1200 Acres. "At it 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased to submit prices on your want list.

Strawberries	Blackberries	Iris	Spiraea	Asparagus	Hardwood Cuttings
Raspberries	Dewberries	Privet	Rhubarb	Horseradish	Velga Poplar

See w holesale list before placing your order

NEW CARLISLE, W. N. SARFF & SONS OHIO



Make Yearly Contracts Now
For Trade Publicity in
American Nurseryman
American Nursery Trade Bulletin

RED CEDAR*(Juniperus Virginiana)*Hill's Platte River Type—Very Uniform
Pyramidal Habit—Dark Green

Size.	100	1000
4-6 inch o	\$ 3.00	\$ 20.00
6-8 inch o	4.00	25.00
10-12 inch XX	15.00	140.00
12-18 inch XX	20.00	190.00
18-24 inch XX	25.00	240.00

o—Indicates seedlings never transplanted.
Each x indicates one transplanting.

THE D. HILL NURSERY CO., Inc.
Box 402 Dundee, Illinois

STOCKS*ROSA CANINA, 3-5, 5-7, 7-12 m/m**APPLE STOCKS, 3-5, 5-7, 6-10, 7-12 m/m**DOUCIN, 6-10 m/m**QUINCE, 6-10 m/m**RED and BLACK CURRANTS,**2-3 branches**THORN'S QUICKS, 10-30, 30-60 c/m*

Ask for our lowest prices

D. G. DeJONGE'S NURSERIES
Sappemeer, Holland, Europe

June Budded Peach Trees

All leading commercial sorts.

1 yr. Apple. Strawberry Plants

Large supply, write us.

Chattanooga Nurseries, Chattanooga, Tenn.

Ampelopsis Veitchii

300000 one and two year, 10 in. to 5 ft. Extra strong 1 and 2 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.

CHARLES BLACK, Hightstown, New Jersey

NATIVE BROAD-LEAVED EVERGREENS**Ornamental Trees,**

Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains Collections to Order in Carload Lots a Specialty.

Correspondence solicited from large planters Ask for Price List.

E. C. ROBBINS, PINEOLA,
Avery County, North Carolina



Box-Barberry Bordered Garden

Box-Barberry

Lining-out Stock only
Summer Frame Cuttings

\$45.00 per 1000

IBOLIUM-PRIVET*Ovalifolium x Iбота***THE NEW
Hardy Hedge
RESEMBLES CALIFORNIA**

Hardy as Ibota



Pre-offer of stock for propagating

2 yrs. 2-3 ft. - \$2.50

1 yr. 1-2 ft. - 1.00

Frame - - - .50

In storage.

Surplus, American Hemlock

" Japan Iris

" Pin Oak

" Japan Yew

**The Elm City
Nursery Co.**

Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Introducers of Box-Barberry and
Ibotium Privet

Along the Pacific Coast

California Nurserymen.

The tenth annual convention of the California Association of Nurserymen was held at Fresno, California Nov. 11-13. It is estimated by Secretary Kruckeberg that orchard, seed, florist and Nursery products to the value of \$200,000,000 are grown annually in California and the Nurserymen's convention is called the pivotal convention of experienced horticulturists of the state. Basic topics of the convention were:

Thursday Forenoon, November 11

A General Survey of Horticulture—By the Twelve Standing Committees composed of recognized horticulturists in the California Association of Nurserymen.

Thursday Afternoon

Factors of Today in Fruit Culture—A symposium of addresses by fruit growers, canners, shippers and nurserymen.

Thursday Evening

Side Lights on Planting Problems—Embracing a retrospective glance at the Nursery industry, problems in citrus culture, and kindred subjects.

Friday Forenoon, November 12

A Plea for the Beautiful in Plant Life—A series of addresses on ornamental horticulture and its importance and value to California's development and progress.

Friday Afternoon

Bud Selection: A Pivotal Movement—A series of addresses by some of the foremost fruit growers, horticultural authorities and fruit tree nurserymen.

Friday Evening—Ladies' Night

The Home and the City Beautiful—A session given over to the ladies of Fresno, who generously provided a rare program (interspersed with musical numbers) covering a wide range of subjects dealing with public park and private gardens, including a moving picture story of the California Nursery Industry.

Everybody in any way interested in plant life was cordially invited to attend all the sessions.

Outstanding features of the convention were: Indorsement of bud selection; recognition of the fact that California is rapidly developing means for production of many plants heretofore imported from Europe in commercial quantities; recognition of the fact that the growing of ornamentals is destined to have an annual value with the economic (fruit) plants; that to accomplish

Pacific Coast Conditions

Editor American Nurseryman:

The conditions seem very similar to other sections. There is a great shortage of skilled labor even at exorbitant wages. Common labor is 50c per hour. On account of increasing freight and cartage and overhead expenses, all kinds of Nursery stock are higher priced than last season. Trees in small lots hover near the dollar mark; the quantity price varies from 60c to 75c for good 4 to 6 foot grade one-year-old. Many nurseries are already sold out and all report a heavy business. Anyone who has a surplus of any kind of trees will find a ready market at a good price in California. Tree and nut seeds are also scarce and high priced and I am in favor of public education to get women and children to gather tree and shrub seed in spare time.

WM. E. DART.

Santa Rosa, Cal.

Do Not Wait. Get some of our Landscape View—Immediately and go after your prospects. Our Landscape Photos are very splendid and just right to show your clients. Our Circular of Samples will be sent on request.

We have Good Texas Views.
B. F. CONIGISKY, 229 N. Adams St., Peoria, Ill.

Strawberries
Summer and Fall Bearing
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free. *
L.J. Farmer, Pulaski, N.Y.



Secretary Kruckeberg en route to the Convention of the California Assn. of Nurserymen at Fresno, Cal.

its greatest good, the association has adopted the plan in substance of the American Association of Nurserymen, for the securing of revenue and the exploitation and development of the commercial plant business.

The next annual convention will be held in Pasadena, date to be announced later, on which occasion it is hoped to stage one of the finest horticultural exhibitions ever attempted in southern California, a feature that will be carried out in conjunction with the Pasadena Horticultural Society.

These officers were elected: Roy F. Wilcox, Montebello, president; J. W. Barnicott, Newcastle, vice-president; Henry W. Kruckeberg, Los Angeles, secretary-treasurer. Executive committee: Fred H. Howard, Los Angeles, chairman; J. D. Merrifield, Ontario; J. E. Bergtholdt, Newcastle; Max J. Crow, Gilroy, and J. E. Washburn, Sierre Madre.

California Nursery Prices

Maintaining that nurserymen are "the connecting link" in the chain of human activity that on the one hand ties a vast volume of human food and an industry great and munificent to nature's storehouse, and on the other, unfolds to humanity nature's beauties in plant life, President J. E. Bergtholdt, addressing the tenth annual convention of the California Association of Nurserymen asked the question: "Is the California nurseryman a profiteer?" and answered it by quoting from the price lists of the three leading Eastern nurserymen.

A comparison of the figures quoted showed that in spite of the unprecedented demand and a corresponding shortage of trees, the California planter is paying over 50 per cent less than the prevailing prices. The same comparison, the speaker claimed, held good on various standard ornamentals.

The Germ of the Peach Pit

Replying to an inquiry as to location of the germ of a peach kernel, a writer in the Rural New Yorker says: "The germ is located at the lower end of the pit, or the apex, of the peach. In the case of squash and melons any many other plants the germ end of the fruit is the end which is nearest to its attachment to the flesh of the squash, and one quite readily thinks that the germ end of the peach kernel would be at the stem end of the peach, but as a matter of fact it is at the opposite end of the pit. He is correct in saying that only a few of your readers would know of this."

Earl Ferris, Hampton, Iowa, offered medals for the winners in the student judging teams at the Midwest Horticultural exposition in Des Moines last month.

Foreign Notes

Conditions In France

This year's crops in the invaded regions of France will exceed pre-war production. A cable just received by the French Commission in the United States says:

Owing to the intense effort of the peasants in recultivating their fields, and helped by a good season, the devastated regions are now able to feed themselves for the first time since 1914.

Official reports of the office of Agricultural Reconstruction show that 1920 cereal crops—wheat, barley, rye and oats—will be 11,578,000 quintals against 20,500,000 quintals before the war. The wheat crop alone is close to 4,000,000 quintals and oats over 6,500,000 quintals. (1 quintal=220½ lbs.) The beet crop will total 14,427,000 quintals, potato crop 5,570,000 quintals, making the total nearly 20 million quintals of these products, or almost 4,000,000 quintals above production.

Official figures show the remarkable results in agriculture accomplished since the armistice. Of 1,757,777 hectares to be reconditioned, 1,619,902 hectares had been leveled and cleared of debris by September 1st while on the same date 1,197,704 hectares had received their first ploughing. The total area sown in cereals during the 1920 season was 716,442 hectares or 80 per cent of the grain area of the invaded regions before the war. The area sown in beets, potatoes and other root products in 1920 was 245,136 hectares, making the total cultivated area 961,578 hectares.

France is encouraging the use of machines, particularly tractors; and farmers are today using 2,500 tractors where scarcely a hundred were used in 1914. The government's financial aid to farmers totals about 1,000,000,000 francs in cash and an equal amount of supplies.

The Australian Nurseryman says: "It is worth repeating that sympathy and co-operation of the press can be readily enlisted when seedsmen and nurserymen get together and develop a definite campaign for increasing business. With an effective publicity committee much good could be done in directing press propaganda. Much could be done without funds, as witness the 'Best Roses' plebiscite, though, needless to say, the hands of the committee would be greatly strengthened if the interested men of the trade were to contribute money to a fund (as the Americans have done in the Market Development Campaign).

Advertising is a great elemental force; Nurserymen and Seedsmen would do well to harness up its powers in the development of business.

Secretary Mitchell of the Mitchell Nursery Co., Tacoma, Wash., directs attention to effective co-operative advertising by florists and fruit growers of Washington state. A hint for Nurserymen.

"To hold the buck long in one's possession would indicate the hardening of the backbone, the budding of manly independence, the flowering of courage, the growth of honesty."—S. W. Crowell.

Wanted Viburnum Lantana, suitable for grafting stocks. Send list of any lining stock you may have to offer.

FRASER NURSERY COMPANY,
Post Box 217. Birmingham, Alabama

THIS SPACE

\$2.50 Per Month Under Yearly Contract
Including publication in both AMERICAN NURSERYMAN and AMERICAN NURSERY TRADE BULLETIN.
One Month: \$2.80 in both.

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

HEIKES - HUNTSVILLE - TREES

We offer the following for Fall 1920 and Spring 1921:



Fruit Trees
Shades
Roses
Evergreens
Shrubs
Hedge Plants
Abelia Grandiflora
and other ornamentals

All of our own growing.

Prices on application.

Address,

Huntsville Wholesale Nurseries

HUNTSVILLE, ALABAMA

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

310 Acres devoted to business

OFFER FOR FALL 1920

Cherry, 2 year XX 7-8 up, 5 to 7 feet.
 Cherry, 2 year 11-16 up, 4 to 6 feet.
 Cherry, 2 year, 5-8 to 11-16, 4 to 5 feet.
 Cherry, one year, Sweets and Sours, all grades.
 Peach, one year, all leading varieties, strong on Elberta.
 Apple, 2 year, leading varieties.
 Standard Pear, one year, 4 to 6 feet and 3 to 4 feet.
 Japan Plum on Peach, one year.
 Hansen Hybrid Plum, one year on Peach roots.
 Hardy Northern Pecans, Grafted Varieties.

Please submit list of wants for prices

TO THE TRADE ONLY

A general assortment of Nursery Stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921.

Correspondence invited.

Headquarters for Nursery Supplies.

Portland Wholesale Nursery Co.

971 Sandy Boulevard PORTLAND, OREGON

TWICE-A-MONTH**Nursery Trade Publicity**

On the 1st and 15th

AMERICAN NURSERYMAN**NURSERY TRADE BULLETIN**

When writing to advertisers just mention American Nurseryman.

Prepare Now to Get Your Share of the Peony Profits

Use Pennant Brand Peonies for your retail trade, to complete your assortment and to stock up. If you want good stock at fair prices, if you want your money's worth first, last and all the time, we believe we can satisfy you. Quarantine '37 will cause a shortage for a few years until American growers can catch up with the demand. Send for list now and order early.

**SARCOXIE NURSERIES
PEONY FIELDS**
SARCOXIE, MO.

Please mention Am. Nurseryman when writing

Keep NURSERY TRADE BULLETIN date in mind—15th of each month.

LABELS FOR NURSERYMEN
THE BENJAMIN CHASE CO.,
DERRY, N. H.

Chief Exponent of the American Nursery Trade**The American Nurseryman**

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00
Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

Quercus palustris (Pin Oak)
Fraxinus americana

(White Ash)

Populus nigra fastigiata
(Lombardy Poplar)**Ulmus monumentalis**
(Cornish Elm)

Ask for our prices before ordering
AUDUBON NURSERY
H. VERZAAL, General Manager
WILMINGTON, P. O. Box 275 N. C.

THIS SPACE**\$5.00 Per Month**

Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin."

Thus Covering the Trade

NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.00, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

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